

# CEMENT PERFORMANCE REVIEW

QUARTER 2 2007

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## CPI LAUNCHES PRODUCT LIST

Following a review of its operations, personnel and resources, **cpi** has produced a Product List (see page 4 of this newsletter) to inform its customers and potential customers of the services that the company can provide.

The review was prompted by talking to our stakeholders and realizing that the company is at times seen as a specialist in a specific area—such as plant design or process troubleshooting—instead of a company providing a large range of services specific to the cement industry. By producing a product list and defining all of the services that the company can provide, **cpi** hopes that customers - old and new -

will be able to use the list as a quick reference point to the company's capabilities.

The **cpi** services have been broken down into a number of categories to represent the variety of skills within the **cpi** team. The company was originally formed with a base of process engineering and process chemistry staff but has developed over the past 5 years to include new plant managers, mechanical engineers and geologists. This is reflected in the types of assignments that **cpi** has completed recently and allows **cpi** to provide a blend of theoretical and practical support to its customers.

Over the coming months **cpi** will focus more on the services from the product list to coincide with the annual cement plant cycle. As an example, we will focus on budget preparation assistance in the third quarter; following on from this we will focus on shutdown planning and co-ordination to assist our clients in reducing the length and spend on shutdowns, to shorten downtime and increase clinker make and profit.

As you can imagine with the depth of experience within the company, the list is not exhaustive and **cpi** will consider all cement related enquiries at the mail address below, where links to the product list can also be found.

<http://www.cementperformance.com/>

[http://www.cementperformance.com/english/product\\_list.html](http://www.cementperformance.com/english/product_list.html)

[http://www.cementperformance.com/english/cpi\\_product\\_list.pdf](http://www.cementperformance.com/english/cpi_product_list.pdf)

[enquiries@cementperformance.com](mailto:enquiries@cementperformance.com)

## LONDON TRAINING COURSE

At the start of June, **cpi** held its annual training course at Gatwick Airport, just outside of London. The course had an international flavour with participants from the UK, Ireland, Greece, the USA, Australia and Peru.

**cpi** is already preparing for the 2008 course,

which once again will be held in the London area. Below are some of the participants' comments:

"It was very impressive to have **cpi** staff available throughout the course to answer questions" Ian Unsworth - Blue Circle Southern Cement, Australia.

"Overall, a good course providing some unique information and interesting to get an international perspective" Jennifer Colburn - Dragon Cement, USA.

"The course was extremely productive and very complete. I am glad I came" Javier Aparicio - Cemento Yura, Peru.

## QUEEN'S AWARD FOR ENTERPRISE

**cpi** is proud to announce that it has been awarded "The Queen's Award for Enterprise: International Trade 2007". The decision to make the Award is made by the Queen, on the advice of the Prime Minister, assisted by an advisory committee and is a public acknowledgement

of outstanding achievement in International Trade.

The Queen's Awards for Enterprise are the UK's most prestigious Awards for business performance and the Award for International Trade recognises companies that have demonstrated

growth in overseas earnings. **cpi** has over 90% of its operating revenues coming from overseas sales. **cpi** will be presented with the Award later in the year in Kent and will also attend a reception for award winners at Buckingham Palace, in July.

## GOLDEN BAY CEMENT

**cpi** and Golden Bay Cement in New Zealand have continued to build on their previous working relationship when Mike Oliver visited the plant in March.

Golden Bay Cement have been upgrading their plant

over the past 3 years to improve their operating efficiency and increase their output, and requested a visit by a **cpi** specialist to review the plant structure and day to day operations, to ensure that the human resources matched the

newly upgraded plant.

With Mike's long experience in production and plant management, he was able to work with the plant management team to identify technical and operational opportunities for improvement.



THE QUEEN'S AWARDS  
FOR ENTERPRISE:  
INTERNATIONAL TRADE  
2007

## CEMENTO YURA—PERU

One of **cpi's** new clients in 2007 is Cemento Yura from Peru. A number of the different services that **cpi** can offer have been used by the company this year including:

Geological services: A visit to Peru by the **cpi** geologist, Ian Shepherd, was made to advise on

the necessary work and methodology to carry out a geological survey.

Plant optimization: Full plant testing and audit of the principal pyro-processing equipment including heat and mass balance, with the aim of identifying performance

improvement opportunities with minimal capital investment.

Project review: Assistance to the plant team on various projects.

Furthermore two of the Senior Engineers from the company attended the London Training Course.

## AL-ABBAS CEMENT—PAKISTAN

**cpi** have been working with the design and operations team at Al-Abbas Cement in Pakistan to review the uprating of the two kiln lines, located to the north east of Karachi.

Line 1 was being uprated from 500 tpd to 1200 tpd, and line 2 from 1000 tpd to 2000 tpd.

The scope for the review was to identify the critical areas of the uprating and to identify any bottlenecks in the process.

The review was done in two phases—a desktop study in the UK by **cpi** design engineers, followed by a site visit by

one of **cpi's** operational specialists, to review the construction and installation of the new equipment.

Line 1 is now in the process of being commissioned with Line 2 coming on stream in the coming months.

## CEMEX BARRINGTON—UK

With the **cpi** offices being so close to the Barrington plant, CEMEX took the opportunity to use the services of company to review performance opportunities earlier this year. The plant had recently started using a

new alternative fuel and had installed a new burner pipe, and so one of **cpi's** expert burners spent two weeks at the plant working with the plant burners optimizing the burner pipe and reviewing control parameters. Twinned

with this visit was a process engineering study into all of the possible opportunities to increase the output of the kiln—such as increasing chain weight, installing dust scoops and reducing back end temperature by burner pipe changes.

CPI

Cement Performance  
International Ltd  
9 Davy Court  
Rochester  
Kent  
ME1 1AE  
United Kingdom

Phone: +44 1634 404585

Fax: +44 8707 059250

[cementperformance.com](http://cementperformance.com)

**cpi Product List**

**Process Design**

- Assessment of raw materials for new kiln line
- Raw materials testing advice for materials handling
- Preparation of tender enquiry documents
- Evaluation of tender enquiry documents
- Negotiation with equipment suppliers
- Quarry design and exploitation plan
- Raw mix design
- Plant equipment sizing
- Review of plant drawings and layout
- Fuels selection advice
- Commissioning of new/upgraded plant
- Post-commissioning audit
- Supervision of guarantee tests

**Troubleshooting**

- Plant audit
- Rating of equipment
- Burner pipe optimisation
- Plant chemistry evaluation
- Reliability strategy guidance
- Shutdown planning support
- Major mechanical engineering solutions
- Materials handling solutions
- Fuel and power consumption reduction
- Kiln/mill output optimisation
- Fuzzy logic optimisation

**Product Development and Quality Control**

- Cement additives optimisation
- Variability reduction programme
- Cement performance optimisation

**Environmental**

- CO<sub>2</sub> reduction strategies
- Alternative fuels and raw materials selection
- NO<sub>x</sub> and SO<sub>2</sub> reduction strategies
- Pollution abatement equipment optimisation
- Environmental audits

**Management Development**

- Management structure and operations review
- Selection process and testing programmes
- Plant Manager mentoring
- Process Engineer development
- Site safety programme assessment

**Training**

- Kiln burner evaluation and training
- Senior management training course
- Cement technology for equipment suppliers
- Process Engineer training
- Laboratory operative training
- Safety training
- Refractory training
- Cement technology for non-technical managers

**Strategic Development**

- Due-diligence assessments
- Advisors to market research companies
- Advisors to private equity/venture capital groups
- Market strategy advisors
- Corporate strategy advisors

**IEEE**

The **cpi** team had an extremely successful IEEE this year as it was the first time the company has exhibited.

The team consisted of

Allison Riser, Mark Mutter and Alan Lorimer. They were able to meet new people from the industry and catch up with former colleagues; visitors to the stand came away armed with their **cpi** fair-trade

cotton boot-bags printed with one of **cpi** advertisements.

If you missed us at the IEEE or want a **cpi** boot-bag please mail us at the address below.

Mail: [enquiries@cementperformance.com](mailto:enquiries@cementperformance.com)



Mark and Alan on the **cpi** stand at the IEEE Charleston